

2024 TMC-Consortia Segment Overview



See below for important reminders on this business segment

TMC/Consortia

An important component of our transient segment is our strategic partnerships with key Travel Management Companies (TMC) and Travel Agency Consortia (Consortia). TMC/Consortia companies are some of our most valuable business-to-business partners, driving corporate and leisure travel into all brands.

Our agreements with these important TMC and Consortia partners operate under a **Pay-for-Performance (PFP)** model meaning Hotels only pay a PFP fee when receiving actual consumed room nights from the agency partner, eliminating any upfront annual listing or participation fees. These PFP fee will be assessed on top of the standard 10% commission where applicable. There is one exception which is OMEGA Travel which only charges \$ 6 per hotel for an entire year's participation and you will see this fee on your franchise statement around the April/May time frame.

MANDATORY PARTICIPATION - PAY FOR PERFORMANCE (PFP) - NO ACTION REQUIRED IN CVENT Transient PFP fees will be automatically processed through the Onyx central commission process*(except where noted).		
TMC/Consortia PARTNER	APPLICABLE PFP FEES	PFP ELIGIBLE REVENUE
Above & Beyond	3% of consumed revenue	Consumed business booked at TMC program rate plans
ABC Corporate Services	3.5% of consumed revenue	Consumed business booked at TMC program rate plans and BAR rate plans
Agiito	4.5% of consumed revenue	All consumed business, including corporate negotiated business, booked through the partner's IATAs
American Express GBT	5% of consumed revenue	All consumed business, including corporate negotiated business, booked through the partner's IATA
BCD Travel	5% of consumed revenue	All consumed business, including corporate negotiated business, booked through the partner's IATAs
CWT Travel	5% of consumed revenue	All consumed business, including corporate negotiated business, booked through the partner's IATAs
CTM (now includes legacy Radius and Travel & Transport programs due to acquisition)	3% of consumed revenues	Consumed business booked at TMC program rate plans through partner's IATAs located in all regions except EMEA IATA's
Direct Travel	3.5% of consumed revenues	All consumed business, including corporate negotiated business, booked through the partner's IATAs
Flight Centre (FcM)	3% of consumed revenue	All consumed business, including corporate negotiated business, booked

*There is a 1.5% service fee assessed on total commissionable revenue

		through the partner's IATAs
Hickory	3.5% of consumed revenue	Consumed business booked at TMC program rate plans
HRS	2.5% of consumed revenue	All consumed business, including corporate negotiated business, booked through the partner's IATAs
Omega	\$6 per hotel annually for participation in government program	N/A
SATO	3.5% of consumed revenue	All consumed business booked through the partner's IATA
The Advantage Global Network (formerly WIN)	4.5% of consumed revenue	Consumed business booked at TMC program rate plans
Thor	3.5% of consumed revenue	Consumed business booked at TMC program rate plans
Travelsavers	3.5% of consumed revenue	Consumed business booked at TMC program rate plans
Internova (formerly Travel Leaders)	3.5% of consumed revenue	Consumed business booked at TMC program rate plans and BAR rate plans
TMC SUPPLEMENTAL PROGRAMS: VALUE ADDED & MIDDLE MARKET PROGRAMS The rate plan leveraged for these programs is SVC4 which is set at 10% off BAR and <u>requires</u> the following amenities: free continental breakfast, free wifi and 12pm day of arrival CXL Policy.		
TMC PARTNERS	PARTICIPATION	ENHANCED COMMISSION
1) AmEx GBT Middle-Market program; 2) BCD Travel SME Program; 3) CTM Select Program 4) Advantage Global Network Middle Market Program (formerly known as WIN).	<u>New Participation:</u> All new hotels coming into the WH&R system have the option of enrolling in SVC4 in the new opening datapack; existing Wyndham Hotels can enroll via MyRequest. <u>Enrolled Hotels:</u> Participation in SVC4 is evergreen. If you wish to discontinue participation, please contact MyRequest.	SVC4 will be loaded as a commissionable rate plan; payment of the required marketing fee (4.8% to AmEx GBT, 3.9% to BCD - 4.5% to The Advantage Global Network and 3% to CTM) will be processed through Onyx centrally.

Please Note:

- Rate Plans:** TMC/Consortia standard program rates (rate plan = SVC2) is set at 5% off RROD and cannot be changed by hotels. TMC/Consortia secondary programs (rate plan = SVC4) is set at 10% off RROD with required amenities of free breakfast, free WiFi, and 12pm day of arrival cancellation. Secondary programs are currently used by AmEx Global Business Travel, and The Advantage Global Network (formerly WIN). If your hotel wishes to run a promotional rate for the TMC/consortia segment, please utilize the TMC Promo SVCP rate plan. The minimum discount for the SVCP rate is 10% and is fully yieldable. To enable the SVCP rate plan please contact the MyRequest team.
- Pay-for-Performance Fees:** Some TMC/Consortia agreements charge PFP fees on all business booked (including corporate account negotiated business booked through the

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TMC/Consortia) and some agreements primarily our Consortia partners only charge PFP fees on discretionary business only (SVC2 rates, BAR, Brand Promos, etc.).

- **Commission/ Marketing Fees:**
 - **SVC2 and SVCP Bookings:** These rate plans are loaded as commissionable and 10% commission is paid to the booking agency thru the Onyx centralized commission process. Additional PFP payments apply.
 - **SVC4 Bookings:** This rate plan is loaded as commissionable, however payments of marketing fees equal to 4.8% for American Express, 4.5% to The Advantage Global Network, 3.9% to BCD Travel & 3.00% to CTM will be paid to the TMC partner through the Onyx centralized commission process. No additional PFP or commission processing payments apply.
 - **Corporate Negotiated Rates:** Most corporate account negotiated RFP rates are non-commissionable, however, it is important to review the RFP documents with each corporate account RFP for verification.
 - **All Other Rates:** 10% commission will be paid to the booking agency on any rate that is eligible for commission, such as RROD, AAA, brand promotions, etc.
- **Commission processing service fee:** There is 1.5% service fee assessed on total commissionable revenue.

Cvent Updates

The WH&R RFP team uses your Cvent information to submit responses to TMC/Consortia partners. It is especially crucial that all hotels verify and ensure the accuracy of information related to your hotel, especially those responses related to **safety and security**. Ensure all amenity-based questions are answered correctly and **none are left blank** in Cvent. Please ensure your hotel's Cvent profile listing is accurate and up to date at all times.

Questions

If you have any questions, please contact globalsales@wyndham.com or call WH&R support at 1-855-849-3487.

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